

# Exhibit 13

1  
2 UNITED STATES DISTRICT COURT  
3 SOUTHERN DISTRICT OF NEW YORK  
-----x

4 PIONEER BUSINESS SERVICES, LLC  
d/b/a FOUR CORNERS AVIATION  
5 SERVICES,

6 Plaintiff,

7 -against-

Case No.  
1:22cv6206

8 VISTAJET US, INC.,

9 Defendant.

10 -----x  
11 January 23, 2023  
12 9:32 a.m.

13  
14 Videotaped Deposition of DAVID LAWRENCE  
15 taken by Plaintiff, held at the offices of  
16 Akerman LLP, 1251 Avenue of the Americas,  
17 New York, New York, before Joseph R. Danyo,  
18 a Shorthand Reporter and Notary Public within  
19 and for the State of New York.

20  
21 Job No. 221659  
22  
23  
24  
25

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1 Lawrence

2 plaintiff.

3 MS. NIWOROWSKI: Joanna Niworowski of  
4 AXS Law Group on behalf of defendants.

5 D A V I D L A W R E N C E, having been first  
6 duly affirmed by Joseph R. Danyo, a Notary Public,  
7 was called as a witness and testified as follows:

8 EXAMINATION BY MR. HAVELES:

9                   Q.     Good morning, Mr. Lawrence.   My name  
10        is Peter Haveles, one of the lawyers for the  
11        plaintiff Pioneer Business Services doing  
12        business as Four Corners Aviation Services.

13                           For the purposes of today's  
14 deposition, I'm just going to refer to the  
15 plaintiff as FCA using those initials. Do you  
16 understand that?

17 A. Yes.

18 Q. Great. The defendant in this case is  
19 VistaJet U.S. Inc., but I will use VistaJet to  
20 refer to the U.S. entity. If I want to refer to  
21 other VistaJet entities, I will use the full  
22 name. Okay?

23 A. Okay.

24 Q. Great. Have you given a deposition  
25 ever before?

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1 Lawrence

2 Q. Okay. In your experience have you  
3 ever seen a contract where there wasn't a  
4 prohibition against selling at lower rates?

5 A. No.

6 Q. Okay. If the contract did not  
7 contain a prohibition against lower rates, are  
8 you aware of any bases that would prohibit  
9 selling it at a price lower than what VistaJet  
10 was charging?

11 A. I leave that to legal counsel.

12 Q. Okay, but the only basis for your  
13 saying that FCA was prohibited from doing so is  
14 your industry knowledge generally, which is based  
15 on what contracts say and your discussion with  
16 Mr. Moore via WhatsApp in June of 2022, is that  
17 correct?

18                   A.     That confirmed my suspicion I would  
19     say.

20 Q. Okay. Alright. Now I would like you  
21 to read to yourself paragraph 42. Tell me when  
22 you're done reading it.

23 A. Okay.

24 Q. Okay. Paragraph 42 states in part,  
25 "In addition, FCA's brochure is likely to cause

1 Lawrence

2 consumer confusion by implying a nonexistent  
3 partnership between VistaJet and FCA, and by  
4 creating the false impression that VistaJet was  
5 either connected to or vouched for the quality of  
6 the goods and services that FCA offered,  
7 including locating charter alternatives and  
8 flight administration and management services."

11 A. Yes.

12 Q. Okay, and what is the source or basis  
13 of your knowledge of such consumer confusion?

14                   A.     Two items. One was the broker that I  
15 met was confused by it.

16 Q. Okay.

17                   A.     That led to him questioning me, and  
18   then we had a client. A prospective client.

19                   0.     Okay. Who was the broker?

20 A. James Jones.

21 Q. And who was the client?

22 A. Ray Dalio.

23 Q. Did you know Mr. Dalio had been a  
24 client of FCA since 2020?

25 A. I did not know that.

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1 Lawrence

2 Q. Did you know that Mr. Dalio acquired  
3 VistaJet hours from FCA, and VistaJet had been  
4 told of that fact in April 2022?

5 A. No.

6 Q. Did you know that Mr. Dalio and his  
7 family office used VistaJet hours through FCA in  
8 April, May and June 2022 and was scheduled to use  
9 hours in July until VistaJet terminated the right  
10 to use the aircraft?

11 A. No.

12                    0. No one told you that?

13 A. No.

14                   Q.     Okay.   Turn to page 17, please.   Read  
15   paragraph 71 to yourself, and then I will ask you  
16   some questions, please.

17 A. Okay.

18 Q. Paragraph 71 states in part, "FCA's  
19 use of the VistaJet marks as described above  
20 constitutes false designation of origin in  
21 violation of 15 U.S.C. Section 1125(a)(1) because  
22 it is without VJL or VistaJet's consent and is  
23 likely to cause confusion, to cause mistake, and  
24 to deceive as to the origin or source of FCA's  
25 services and/or to cause consumers to believe

1 Lawrence

2 and assumption agreement among VistaJet, SB Group  
3 and FCA, and it runs through page 773. Take a  
4 quick look at that, those pages, and tell me  
5 whether you have ever seen that document before.

6 A. I have not..

7 Q. Okay. So let me take you back to the  
8 addendum, which is page 765.

9 A. Okay.

10                   Q.     Earlier I had asked you, when we were  
11 talking about pricing, you said you had seen in  
12 contracts prohibitions against selling. When you  
13 were at NetJets, what kind of contract language  
14 did you experience in the agreements that would  
15 prohibit selling the NetJets hours for less than  
16 what NetJets was selling them for?

17                   A. It was just prohibited from the  
18 contract to resell any hours on NetJets.

19 Q. Okay. So it was a prohibition  
20 against resale?

21 A. Yes, resale.

22 Q. Okay. So let me ask you to look at  
23 paragraph 3.41, and then I will ask you some  
24 questions.

25 A. Okay.

1 Lawrence

Q. Section 3.4.1 states in the first sentence, "Member," which is SB Group, but becomes under the assignment we'll look at in a second FCA, "shall have the right to resell blocks of hours to third parties under the program to up to eight different customers during the term of the program provided that each such customer is pre-approved by VistaJet, which such approval shall not be unreasonably withheld or delayed."

12 Did anyone ever disclose to you prior  
13 to your deposition today that the contract  
14 granted FCA the right to resell blocks of hours  
15 up to eight different customers?

16 A. No.

17 Q. In anything in 3.4.1, do you see any  
18 language that would prohibit the member who has  
19 the right to resell hours for selling at a price  
20 less than what VistaJet charged for the hours on  
21 its aircraft?

22 A. No.

23 Q. When I just showed you this and read  
24 you this paragraph, were you surprised to see  
25 that VistaJet, the agreement that Ms. Qi had

1 Lawrence

2 negotiated for VistaJet allowed FCA the right to  
3 resell blocks of hours up to eight customers?

4 A. Yes.

5 Q. Did Mr. Moore or Ms. Qi ever tell you  
6 about that language prior to today?

A. No, and they didn't tell me today.

8                   Q.     I mean, when I say prior to today,  
9 because other than your counsel, you have been  
10 with me.

11 A. Okay.

12                   Q.     So, when I ask at depositions, it is  
13     always up to the deposition. So I suppose they  
14     could have called you at 3 o'clock this morning,  
15     but I'm quessing they did not.

A. They did not. No.

17 Q. Even though there's a five-hour time  
18 difference.

19 A. Okay.

20 Q. Alright. Let me ask you to turn to  
21 page 768, which is the first page of the  
22 assignment and assumption.

23 A. Okay.

24 Q. If you look up in the first two  
25 paragraphs, read the first two paragraphs to

1 Lawrence

2 yourself. It defines the parties and has an  
3 initial recital clause.

4 A. Okay.

5 Q. The second recital clause just below  
6 what you read says, "Whereas, SoftBank desires to  
7 transfer all rights, obligations and liabilities  
8 under the VistaJet contracts to FCA."

15 A. Yes and no.

16 Q. When you say yes and no, could you  
17 explain, please?

A. Well, the answer is no to that. No.

19 Q. Okay. Were you aware that there were  
20 1200 hours on the Global 5000/6000 aircraft that  
21 FCA acquired by virtue of this assignment?

22                   A.     I heard it from the broker, but it  
23 was never confirmed to me.

24 Q. Okay. Did you ask Mr. Moore whether  
25 VistaJet had consented to the transfer of 1200

1 Lawrence

2 whether you obtained both with respect to your  
3 communication with Mr. Jones?

4 A. I believe I did.

5 Q. Okay.

6 A. I believe so. I'm not positive.

7 Q. Okay.

8                           MS. NIWOROWSKI: Peter, we can  
9 discuss that later.

10                          MR. HAVELES: Yeah. I'm not raising  
11                          it now. I just have to lay a factual  
12                          foundation.

13                   Q.    Alright.  Let's go to the message  
14  with Mr. Jones, the first one at 10:12 was "Great  
15  seeing you last week at NBAA."  I want to stop  
16  there.  Did you see him at the conference back on  
17  June 22?

18                   A.     So it's the second one. I just want  
19 to be clear. It's the second communication.

Q. The second communication. The first  
one is just an attachment I'm looking at, right?

22                   A.     The attachment, and then he put his  
23 name, because I had never met him.

24 Q. Oh, okay.

25 A. Yep.

1 Lawrence

2 Q. Did you meet Mr. Jones at that time?

3 A. Yes.

4 Q. Okay. Did you have a face-to-face  
5 conversation with him?

6 A. Yes.

7 Q. What do you recall about your  
8 face-to-face conversation with Mr. Jones on  
9 June 22?

10                   A.     So it was just, it was after the  
11 announcement of the merger before it was final.  
12 So he knew I was part of VistaJet or going to be  
13 working with Vista, and he had come across  
14 something that he wanted to run by me.

15 Q. Okay. When you say he came across  
16 something he wanted to run by you, did he tell  
17 you what that was?

18 A. Yes.

19 Q. What did he say? Just tell me as  
20 best you can blow by blow that conversation that  
21 the two of you had.

22                   A.     He said, I'm trying to think, it's a  
23 while ago.

24                    0. I understand.

25 A. He said that he came across Vista

1 Lawrence

2 hours for sale by somebody other than Vista, and  
3 he wanted to get my take on it.

4 Q. Okay. Is that the best of what you  
5 recall him saying to you in that conversation?

6 A. Yeah.

7                   Q.     Just I discovered this, and I want  
8 your take on it?

9 A. Yes.

10 Q. Okay. Did you say anything in  
11 response to him at that time?

12                   A.     I said I don't know anything about  
13     it. Can you show me what you have.

14 Q. Okay, and before the text message,  
15 did he show you anything during your face-to-face  
16 meeting?

17 A. Yes.

18 0. What did he show you?

19 A. He showed me this PDF.

20 Q. And then he texted it to you  
21 thereafter?

22 A. Yes. Exactly.

23 Q. Okay. Did you go through the PDF  
24 with him when you were having the conversation?

25 A. I skimmed it, and I said there's a

1 Lawrence

2 lot here, can you send this to me, and then that  
3 led to this.

4 Q. Anything else about that conversation  
5 with Mr. Jones?

6 A. No.

7 Q. Had you met, had you known Mr. Jones  
8 prior to seeing him at the NBAA on June 22?

9                   A.     I never met him. I spoke to him once  
10 prior.

11                   Q.     Okay.  With what entity or  
12 organization is Mr. Jones affiliated?

13 A. I believe it's PRVT Broker.

14 O. What is PRVT?

15                   A. PRVT is one of dozens of brokers that  
16 are out there.

17 O. A charter broker or aircraft broker?

18                   A.     Charter broker.

19 Q. Okay, and have you had business

20 dealings with him from time to time when you were  
21 either with Jet Edge or NetJets?

22 A. No.

23                   Q.     Okay.   What occasioned you to speak  
24   to him before you met him that day in White  
25   Plains?

1 Lawrence

2           A. I've connections with another one of  
3 his colleagues, and he was interviewing somebody  
4 who had worked for me at NetJets.

5 Q. Okay, and he called for a reference?

6 A. He called for a reference.

7 Q. Okay. Did Mr. Jones tell you how he  
8 obtained the brochure?

9 A. No.

Q. Did you ever ask him?

11 A. No.

12 Q. Did you see Brian Proctor at the NBAA  
13 conference at White Plains on June 22?

14                   A.     I wouldn't know him if -- I may have  
15     bumped into him.   I don't know who he is.

16 Q. When you saw Mr. Jones, was it during  
17 the day at the conference?

18                   A.     During the day.

19 Q. Did you walk around to see if FCA had  
20 had a table or booth at the conference?

21 A. No.

22                   Q.     So then Mr. Jones asked in the text  
23 message of June 28th the week following, "Was  
24 just curious if you read over this? Was curious  
25 your thoughts," and you replied, "Hey. Likewise

1 Lawrence

2 Was great finally putting a face with the name.  
3 I read through it. Pretty interesting. Don't  
4 believe they are actually permitted resell Vista,  
5 so I'd be careful putting anybody on this. Still  
6 looking into."

7                           Then Mr. Jones responds, "Thanks for  
8 getting back to me. I already politely declined.  
9 Seems like too many shady things going on." And  
10 if you look at the next page, you respond, "For  
11 sure."

12                           Was that the entirety of your  
13 exchange with Mr. Jones?

14 A. Related to this, yes.

15 Q. Yes. Subsequent to this text, I'm  
16 going to come back and talk about the text  
17 exchange in a second, but subsequent to the text  
18 exchange, did you have any telephone  
19 conversations or video conversations with Mr.  
20 Jones about the FCA issue?

21 A. No.

22 Q. So is this exchange the entirety of  
23 your discussion with Mr. Jones, the broker, to  
24 which you alluded earlier in your deposition  
25 today?

1 Lawrence

2 A. Yes.

3 Q. Okay. So let's go back to your  
4 message of 12:56. You say, "Don't believe they  
5 are actually permitted to resell Vista, so I'd be  
6 careful putting anybody on this."

7                          You at the time you wrote this, you  
8    were not aware of the provision that I showed you  
9    earlier in your deposition that said that FCA had  
10   the right to resell up to eight customers, were  
11   you?

12 A. Correct.

13 Q. Had you been aware of that contract  
14 provision in June, would you have made that  
15 statement to Mr. Jones that you don't believe  
16 they were actually permitted to resell?

17 A. I'm not sure.

18                   Q.     Okay. Mr. Jones said in the second  
19 sentence of his message, "Seems like too many  
20 shady things going on."

21 Did you ever ask him what he meant by  
22 that?

23 A. No.

24 Q. Did he in this meeting with you,  
25 face-to-face meeting on June 22, say anything to

1 Lawrence

2 subject matter of this e-mail?

3 A. No.

4 Q. After receipt of this e-mail, did you  
5 have any discussions with Francesca Swan about  
6 the receipt of this e-mail?

7 A. No.

8 Q. Do you know who Francesca Swan is?

9 A. Yes.

Q. Who is she?

11                   A.     She's the EVP of program sales at  
12     Vista.

13 Q. Okay. Do you have either a direct or  
14 dotted line reporting relationship with Ms. Swan  
15 in your capacity?

16 A. No.

17 Q. What is your business relationship  
18 since you joined the company in the end of June  
19 with Ms. Swan in terms of dealing with program  
20 sales?

21 A. We are peers.

22 Q. Program sales is part of the retail  
23 side of this business, correct?

24 A. Correct.

25 Q. Before Mr. Malvestea sent this e-mail

1 Lawrence

2 to you, did he mention the subject or talk to you  
3 about it?

4                   A. I mean we talk 20 times a day. It's  
5 possible.

6 Q. But you don't recall?

7 A. I don't recall.

8 Q. Is Mr. Malvesta still based on the  
9 West Coast, or is he in New York?

10 A. Yes, West Coast.

11                   Q.    Okay. The first sentence states,  
12 "Working with a close contact of ours on doing a  
13 direct deal with Ray Dalio/Bridgewater. Another  
14 one where Four Corners/Mente is trying to resell  
15 them their cheap hours."

16 So am I correct that as of this time  
17 you did not know that FCA had not only sold hours  
18 to Mr. Dalio, but that he had started taking  
19 flights in the beginning of April with the hours  
20 that FCA had acquired, correct?

21 A. Correct.

22 Q. Did Mr. Malvesta ever tell you that  
23 he learned that Mr. Dalio and Dalio family office  
24 had been using VistaJet hours through FCA since  
25 April?

1 Lawrence

2 A. No.

3 Q. So, in the first sentence, it says,  
4 "Working with a close contact of ours." Do you  
5 know who that close contact is?

6 A. Yes.

## 7 Q. Who?

8 A. There's Ryan Auer.

9 Q. At Air Partners?

10                   A.     At Air Partners.

11                   Q.    Okay, and did Mr. Malvesta tell you  
12 about his dealings at any time, either before or  
13 after the e-mail he sent, about his working with  
14 Mr. Auer about a direct deal with Ray Dalio and  
15 Bridgewater?

16                   A.     We may have discussed it, but the  
17   e-mail was the first time.

18 Q. But at any time either before or  
19 after, do you recall him telling you what he was  
20 doing with Mr. Auer with respect to Ray Dalio and  
21 Bridgewater?

22                   A.     No.    There was also Craig Ross,  
23   Aviation Portfolio, and Ryan Auer worked  
24   together.

25 0. Okay. Aviation Portfolio is a

1 Lawrence

2 different company?

3 A. Different, but they tag-team on a lot  
4 of things.

5 Q. Do you know when Mr. Malvesta was  
6 referring to close contact, whether he was  
7 referring to one or both of those individuals?

8 A. It could have been either/or.

9 Q. Okay, but you don't know, you're  
10 speculating?

11 A. I don't know. Yeah.

12 Q. Okay. Did he ever identify to you,  
13 Mr. Malvesta ever identify to you who the close  
14 contact is?

15 A. I know Craig and Ryan are both aware.

16 Q. Both aware of Bridgewater?

17 A. No. Four Corners selling hours to  
18 Ray.

19 Q. Okay. Do you know if they were aware  
20 of the fact that the hours had been sold starting  
21 in April?

22 A. I didn't know until today. I don't  
23 know.

24 Q. Okay. Do you know whether they were  
25 aware of the fact that Mr. Dalio and the Dalio

1 Lawrence

2 family office had had consulting agreements with  
3 Mente and Four Corners starting in 2021 and then  
4 continuing in 2022?

5 A. I don't know.

6 Q. Now the second sentence states, "Four  
7 Corners used to be just an auditing/advisory  
8 function, but is now trying to sell products  
9 including these cheap Vista hours that they  
10 have."

11                   When Mr. Malvesta talks about Four  
12   Corners used to be an auditing/advisory function,  
13   that's actually referring to the Mente business,  
14   correct?

15 A. Correct.

16 Q. Okay, because, if you looked on their  
17 website, Four Corners and Mente are treated  
18 separately, right, based on your research?

19                   A.     I don't know if they're one and the  
20 same or separate. I don't know.

21                   Q.     Okay.   Separate business units or  
22    divisions?

23 A. I can't recall.

24 Q. Okay. Now in the last sentence of  
25 that paragraph, Mr. Malvesta says, "It's

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1 Lawrence

2 confusing the client and the broker."

3 Did Mr. Malvesta share any  
4 information about how it was confusing the  
5 client, i.e., Mr. Dalio or Bridgewater?

6                   A.     Not specifically to me, no.

7 Q. Okay, and did Mr. Malvesta share with  
8 you how it was confusing to the broker, the close  
9 contact, whoever it may have been?

10                   A. I mean it's clear we were trying to  
11 sell them the Vista deal directly, and they were  
12 getting hours cheaper from Four Corners.

13 Q. And was that the only source of the  
14 confusion, they could buy the hours cheaper from  
15 Four Corners?

16 A. Based on my understanding. Yes.

17 Q. Okay. Have you ever had any  
18 conversations with Mr. Malvesta about any other  
19 brokers or clients being confused about FCA's  
20 activities?

21 A. Just other than James and Jason.

22                   Q.     Okay.   So at the same time you  
23   told -- well, when you told Mr. Moore was at the  
24   meeting?

25 A. Correct.

1 Lawrence

Q. Let me ask the question differently.

3 Outside of that meeting, did you ever have any  
4 one-on-one conversations with Mr. Malvesta about  
5 either client or broker confusion?

6 A. Yes.

7 Q. When?

8                   A. I'm sure after the NBAA. Like I  
9 said, I speak to Steve 20 times a day, so I told  
10 him about the brochure before I called Ian.

11 Q. Okay. After you told Ian and after  
12 the two of you had that meeting with Mr. Moore,  
13 did you and Mr. Malvesta have any conversations  
14 in which Mr. Malvesta told you about client  
15 confusion?

16                   A.     This would be the only other topic,  
17     Ray Dalio.

18 Q. This e-mail?

19 A. Again, we likely spoke about it.

20            0.     But you don't recall?

21 A. I don't recall.

22 Q. Okay. Anyone other than Mr. Dalio or  
23 Bridgewater?

24 A. Not that I recall.

25 Q. Okay. Did he after you had that

1 Lawrence

2 MS. NIWOROWSKI: Um-hum.

3 Q. Let me ask you a few more questions  
4 about customers. Are you aware of other parties  
5 whom FCA arranged for the VistaJet hours to be  
6 used?

7 A. No.

8                   Q.     Are you aware of arrangements being  
9     made by FCA to fly VistaJet hours for Coca-Cola  
10   management?

11 A. No.

12 Q. Are you aware of FCA arranging for  
13 VistaJet hours to be used during the April, May  
14 and June time period by E.F. Falcon and its  
15 principal Peter McAusland?

16 A. No.

17 Q. Have you had discussions in your  
18 capacity of managing the retail business with any  
19 VistaJet customers who have ever been approached  
20 by FCA?

21 A. No.

22 Q. Are you aware of any VistaJet  
23 customers who were approached by FCA?

24 A. No. Just Dalio. That's all.

25 O. Okay, but you didn't know that Mr.

1 Lawrence

2 Dalio had been a preexisting FCA Mente customer  
3 for at least two years, correct?

4 A. Correct.

5 Q. So, excluding Mr. Dalio, are you  
6 aware of any other, any VistaJet customers being  
7 approached by FCA?

8 A. No.

9 Q. And, as of April 2022, was Mr. Dalio  
10 a customer of VistaJet? Do you know?

11 A. I don't know. It predicated my time.

12 Q. Okay. Have you heard or received any  
13 complaints about confusion or deception from any  
14 VistaJet customers?

15 A. No.

16 Q. Have you heard from or received any  
17 complaints from any potential VistaJet customers  
18 about confusion regarding FCA?

19 A. If you consider the broker a  
20 potential customer, then that's the one.

21 Q. But your broker, that was the oral  
22 conversation you and Mr. Jones had and then that  
23 brief text exchange, correct?

24 A. Correct.

25 Q. And the only subject that was raised

1 Lawrence

2 both in the oral conversation and in the text  
3 exchange was about the price differential,  
4 correct?

5 A. I mean it was a resale. It wasn't  
6 specific to that.

7 Q. Reselling for a lower price, correct?

8 A. Just the concept. Yeah.

9 Q. Okay. Other than the notion of  
10 reselling, have you heard from any VistaJet  
11 potential customers that they were confused by  
12 FCA's brochure and activities?

13 A. No.

14 MR. HAVELES: Let's go off the record  
15 for a second. I want to confer with my  
16 colleague for a couple of minutes and make  
17 sure we have nothing else to cover.

18 THE VIDEOGRAPHER: Going off the  
19 record at 11:40 a.m.

20 (Recess taken)

21 THE VIDEOGRAPHER: We're back on the  
22 record at 11:49 a.m.

23 MR. HAVELES: We have no further  
24 questions of Mr. Lawrence.

25 MS. NIWOROWSKI: I have no questions

1 Lawrence

2 of my own.

3 MR. HAVELES: Okay. Do you reserve  
4 the right to read and sign?

5 MS. NIWOROWSKI: Yes, I do.

6 MR. HAVELES: So, Mr. Lawrence, that  
7 means you'll get a copy of the transcript.  
8 You will have an opportunity to read it,  
9 prepare an errata sheet and sign it a few  
10 days after getting the transcript, and  
11 your counsel will send it to you for that  
12 process, but I have no doubt that Joe's  
13 transcript will be superlative and you  
14 will find not a single error. Always  
15 important to compliment the court  
16 reporter.

17               THE COURT REPORTER: I noticed one of  
18 the previous transcripts was designated  
19 confidential.

20 MR. HAVELES: The transcript starts  
21 as confidential subject to party's rights.  
22 It's deemed confidential. You don't have  
23 to stamp confidential on it at this  
24 juncture, because they have to formally  
25 designate sections. It just gives them

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